



Energy Savings Performance Contracting Energy Services Coalition

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June 29, 2016

+ Presentation Overview

- Share with you what we have learned:
 - Relationship between Key Attributes and Success
 - What Works
 - What's Waning?
 - Did you know?
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Relationship between Key Attributes and Success

- **What we know from the past to be the key components of a successful program.**
 - **2016 Preliminary Update.**
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What Works

- The People
 - Gubernatorial Support
 - Program Administrator/Oversight
 - ESC Chapter
- The Pieces
 - Standard contracts (pre-approved)
 - Pre-Qualified Vendors (pre-approved)
 - Enabling Legislation
 - Consensus
 - Program Funding
- The Process
 - Tracking/Reporting/Measurement and Verification
 - Awards and Recognition



What's Waning?

- **Guarantees**
 - **Cost/Value**
 - **Oversight rigor**
 - **Reporting requirements that validate persistence**
 - **Who wants them and why?**
 - **Who doesn't and why?**
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Did you know . . .

- 1 in 5 respondents report having adequate funding for program support.
 - 1 in 3 respondents have extended their program to local units of government.
 - 30% of respondents have multiple team members providing program oversight.
 - 25% of respondents have 3rd Party/Owners Rep as part of program.
 - More than half track GESPC in state buildings but less than 20% track projects in K-12.
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Thank You!

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